



Lawrence D. Chang, M.D. • Kyo A. Kim, M.D., F.A.C.S. • Joseph J. Thornton, M.D.

September 21, 2011

BTL Industries, Inc.  
312 Long Pointe Lane  
Columbia, SC 29229

RE: Exilis Technology

Dear Marcel Besse,

I wanted to express our satisfaction with our recent investment in the Exilis Technology. We spent almost 9 months investigating what type of technology to invest in including but not limited to Accent and upgrades to Thermage. After demonstrations of all sources offered, we purchased Exilis in June. I am thrilled to say that the investment was the right choice.

Exilis has been a significant component of our practice in the last three months and has allowed us to surpass all productivity from years past. But more importantly, it has provided a level of results to our clients that are highly satisfying. Finally, we are able to offer a safe, effective and pain-free treatment for any area of the face or body for skin tightening as well as body contouring. Clients have actually remarked that they see results typically after a few treatments. Having had Thermage in our practice for almost a decade, I can tell you that there is no comparison with results. Exilis is our new benchmark for all skin tightening and client satisfaction.

Thank you for introducing Exilis to our practice as well as your investment in time and energy to train the staff. It is without any reservation that I highly recommend Exilis to any practice considering investing in a new technology.

Sincerely,

Loraine Wilson, RN  
Director